

U.S. Small Business Administration



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The United States Small Business Administration (SBA) is pleased to announce the expansion of its executive training course, the Emerging 200 (e200) Initiative, to target Native American owned businesses. The goal of e200 is to identify businesses that show a high potential for growth in underserved markets and to provide them the education, network, resources and motivation required to build a sustainable business. SBA would like to take this opportunity to make you aware of the e200 Initiative and encourage your participation, recruitment assistance, and support.

This initiative will take place in twelve Native American communities in the country. They are Denver, CO; New Orleans, LA; Albuquerque, NM; Gallup, NM; Portland, OR; and Milwaukee, WI; Phoenix, AZ; Tucson, AZ; Oklahoma City, OK; Tulsa, OK; Santa Ana, CA; and Seattle, WA.

On behalf of the Office of Native American Affairs, Clara Pratte and myself, Seattle District Director, we would like to encourage you to consider applying for this opportunity. The e200 Initiative will enable top Native American executives in the Northwest to participate in an intensive and comprehensive curriculum nine months in duration. This training will provide management skills and tools to expand your business. There are five modules covering Business and Strategy Assessment; Financials; Marketing & Sales; Resources-People, Accessing Capital, Government Contracting; and Putting It All Together-Strategic Growth Plan. Companies should have been in business three years, have one or more employees and have achieved revenues of \$300,00 or more and should be located on or near Indian County.

Interested companies should e-mail Darlene Robbins at darlene.robbins@sba.gov and complete a letter of interest form for consideration. Acceptance into this executive training initiative will require a personal time commitment on the part of the executive leader and the completion of 100 hours of training and mentoring. You may read more about the e200 Initiative at <http://www.sba.gov/e200>. We welcome your application and look forward to the successes of your leadership.

Sincerely,

A handwritten signature in black ink, appearing to read 'Clara Pratte', with a horizontal line extending to the right.

Clara Pratte
Director
Office of Native American Affairs

A handwritten signature in black ink, appearing to read 'Nancy Porzio', with a horizontal line extending to the right.

Nancy Porzio
District Director, Seattle WA